



CANNON BUILDING  
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STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

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<b>PUBLIC MEETING MINUTES:</b>	<b>Real Estate Education Committee –Subcommittee</b>
<b>MEETING DATE AND TIME:</b>	<b>Tuesday, November 16, 2010 at 1:30 p.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room B</b>
<b>MINUTES APPROVED</b>	12/09/2010

**MEMBERS PRESENT**

Dee Hake DeMolen  
Doug Doyle  
Danielle Benn  
H. James Kelleher Jr.  
Tim Riale  
Steve Schmidt  
Harry Wooding

**MEMBER ABSENT**

Gina McCollum-Crowder

**DIVISION STAFF**

Jessica Williams. Administrative Specialist II

**ALSO PRESENT**

Denise Tatman

**CALL TO ORDER**

Ms. DeMolen called the meeting to order at 1:39 p.m.

**Discussion Regarding Newly Licensed Salespersons**

Ms. Williams provided the subcommittee with statistics from the past two fiscal years for complaints real estate. Since July 1, 2008 to June 30, 2010 the Division of Professional Regulation received 95 complaints. As of November 15, 2010 82 of the complaints have been closed, therefore 13 complaints are still being investigated.

Mr. Kelleher presented information to the subcommittee from the state of Virginia. Currently, Virginia has a four step process for licensees to obtain a license. The required courses are divided in to two separate steps. Step one, the applicant must complete 60 hours of education (prior to receiving their license), and after licensure, they must complete an additional 30 hours in a post-licensing course.

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Ms. Williams submitted the proposed draft outline for the broker's core course. Mr. Riale explained to the subcommittee that the broker's core course would be divided in five different core modules. The subcommittee reviewed the information that was presented by Mr. Riale.

Mr. Wooding thinks that a new licensee should complete four of the core courses a broker would have to take within 12 months of their initial licensure.

The four modules that a licensee would have to take would be: Agency and Fair Housing; Ethics; Agreement of Sale; and Other Documents (which would include the C.I.S., Seller's Disclosure, Listing Agreements, etc).

Mr. Wooding made a motion, seconded by Mr. Doyle to have five required courses (three hours in length) for newly licensed salespersons to complete with in a year of obtaining their license. The courses would be: Agency & Fair Housing; Ethics; Agreements of Sale; Other Documents; and Contemporary Issues/Hot Topics. The salesperson would be required to have thirty hours of continuing education within the two year licensing period. Motion carried with Mr. Kelleher opposed..

#### **Other Business before the Subcommittee (For Discussion Only)**

There was no other business before the Subcommittee.

#### **Public Comment**

There was no public comment.

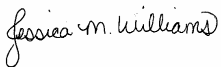
#### **Schedule Next Meeting**

The next meeting will be held on Thursday, December 9, 2010 at 10:00 a.m. in Conference Room B, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

#### **Adjournment**

There being no further business, Mr. Doyle made a motion, seconded by Ms. DeMolen, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 2:50 p.m.

Respectfully submitted,



Jessica Williams  
Administrative Specialist II